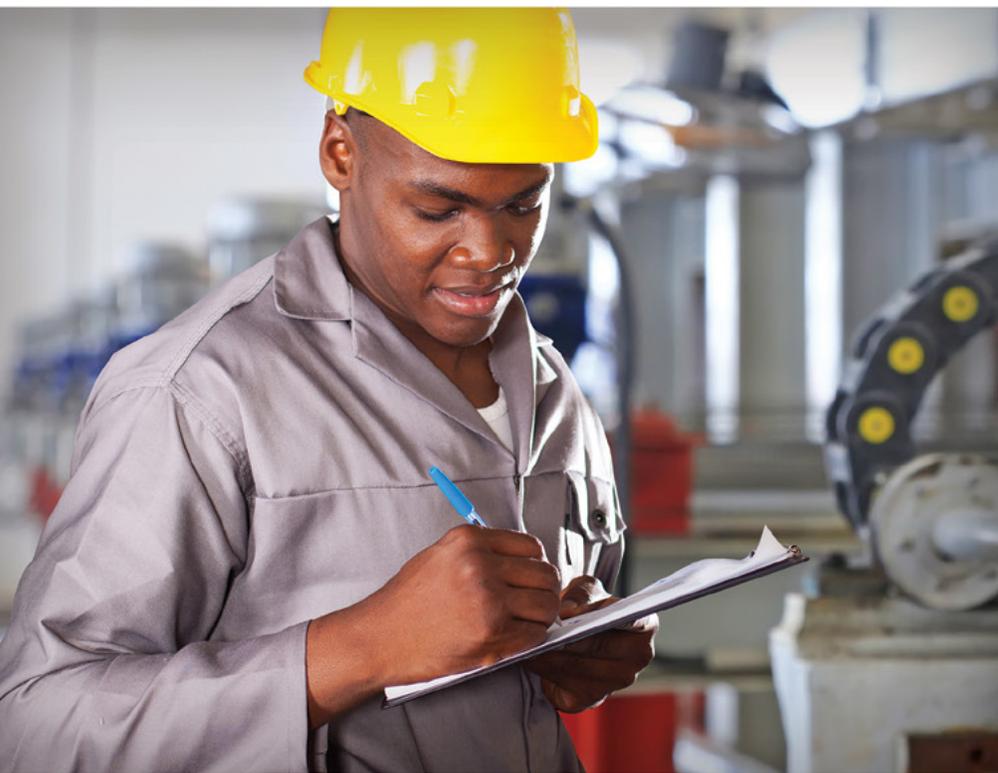


PA-TIP

PENNSYLVANIA TARGETED INDUSTRY PROGRAM

2016 ANNUAL REPORT



**Helping students
develop the skills
in high demand by
today's employers**



2016

PA-TIP

ANNUAL REPORT

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PROGRAM OVERVIEW

PHEAA's Pennsylvania Targeted Industry Program (PA-TIP) provides need-based grants to students looking to work in high-demand industries. Created by the Pennsylvania General Assembly in 2012, PA-TIP helps students enrolled in courses of study in the energy, advanced materials and diversified manufacturing, and agriculture and food production fields. This annual report highlights how the program continues to prepare students with the skills needed to strengthen Pennsylvania's workforce.

PHEAA not only administers PA-TIP but also funds it from the agency's business earnings – without using any taxpayer resources. Annual funding was \$5 million in 2012-13 and 2013-14 and \$6 million in 2014-15 and 2015-16. Eligible students can receive a maximum award of 75 percent of the allowable program costs or the maximum Pennsylvania State Grant Program award, whichever is less, per award year. Awards can be used to cover educational costs of tuition, fees, books, supplies, and specific living expenses. Since funding is limited, awarding is done on a first-come, first-served basis.

Eligibility*

Applicants must be:

- Pennsylvania residents
- High school graduates or equivalent
- Enrolled as full-time students in a qualified program – or at least on a half-time basis if attending an approved public or private non-profit institution

Courses of study must be:

- Federal Title IV eligible
- Ineligible for the Pennsylvania State Grant Program
- At least 10 weeks but less than two academic years in length
- Approved programs in the energy, advanced materials and diversified manufacturing, or agriculture and food production fields (There are currently more than 100 approved programs.)

Sample Approved Programs*		
Alternative Fuel Vehicle Technology	Heating, Ventilation, & Air Conditioning	Plant Sciences
Computer Programming	Livestock Management	Plumbing Technology
Diesel Mechanics Technology	Machine Tool Technology	Solar Energy Technology
Electrician	Masonry	Welding
Farm & Ranch Management	Nuclear Power Technology	Well Drilling

* Additional eligibility requirements and a complete list of approved programs can be found at PHEAA.org/pa-tip.

PROGRAM HIGHLIGHTS SINCE PA-TIP BEGAN...



- ▶ 9,796 unique applicants
- ▶ 5,426 unique award recipients
- ▶ 43 schools with recipients
- ▶ \$20,271,136 million in grants awarded
- ▶ 71% of recipients graduated*
- ▶ 84% of graduates gained employment
- ▶ 47% of employed graduates took jobs in manufacturing, energy, or agriculture

NOTE: This report includes PA-TIP data as of August 30, 2016. In some instances, prior years' data differs from what was reported in last year's annual report since this publication reflects the most up-to-date figures.

* Does not include recipients who reapplied for PA-TIP.



HELPING STUDENTS, SCHOOLS, & EMPLOYERS

Program Participation

During the 2015-16 award year, 1,640 PA-TIP recipients attended one of 37 participating schools, compared to 1,611 recipients across 35 schools in 2014-15. This rise represents a 1.80 percent increase in PA-TIP recipients.

In this report, schools are classified into four institutional sectors – Business, Trade, Vocational/Technical, and “Other,” which includes the Four-Year Private, Pennsylvania State System of Higher Education (PASSHE), State-Related, Two-Year Private/Public, and Community College sectors. PHEAA determines whether a school is categorized as Business, Trade, or Vocational/Technical based on a review of the types of programs and majors offered by the school.

In 2015-16, Trade schools had the most applicants and recipients, 53.08 percent and 55.00 percent, respectively, followed by Business schools. The combined Other category accounted for 14.75 percent of applicants and 11.83 percent of recipients – increases of 77.13 percent and 64.41 percent, respectively, from 2014-15.

In 2015-16, 52.34 percent of PA-TIP award dollars went to students at Trade schools, 20.40 percent to Business schools, 14.97 percent to Vocational/Technical schools, and 12.29 percent to all other school types. In 2014-15, 52.51 percent of PA-TIP award dollars went to students at Trade schools, 27.74 percent to Business schools, 13.74 percent to Vocational/Technical schools, and 6.01 percent to all other school types.

From 2014-15 to 2015-16, the total dollars awarded through PA-TIP increased by 12.82 percent, and the average PA-TIP award increased by 18.71 percent. These increases can be attributed, in part, to the maximum State Grant award increasing from \$4,011 in 2014-15 to \$4,340 in 2015-16.

PA-TIP FUNDING BY YEAR

Financials	2012-13	2013-14	2014-15	2015-16
PHEAA Support	\$ 5,000,000	\$ 5,000,000	\$ 6,000,000	\$ 6,000,000
Total Resources Available*	\$ 5,000,000	\$ 5,406,699	\$ 6,547,998	\$ 7,464,361
Total Net Expenditures**	\$ 4,593,301	\$ 4,858,701	\$ 5,083,637	\$ 5,735,497
Average Award	\$ 3,407	\$ 3,339	\$ 2,902	\$ 3,445
Maximum Award	\$ 4,348	\$ 4,363	\$ 4,011	\$ 4,340

NOTE: Eligible students can receive a maximum award of 75 percent of the allowable program costs or the maximum Pennsylvania State Grant Program award, whichever is less, per award year.

* For 2012-13, Total Resources Available equals the PHEAA support. For 2013-14 to 2015-16, Total Resources Available equals the PHEAA Support plus the prior year's carry forward funds.

** Equals total award value minus refunds

2015-16 PA-TIP Program Participation by Sector

Sector	Schools with at Least One Applicant	Total Applicants	% of Total Applicants	Schools with at Least One Recipient	Total Recipients	% of Total Recipients	Award Value	% of Total Award Value
Vocational/Technical	12	272	10.15%	11	193	11.77%	\$ 858,818	14.97%
Business	8	590	22.02%	8	351	21.40%	\$ 1,170,236	20.40%
Trade	18	1,422	53.08%	14	902	55.00%	\$ 3,001,847	52.34%
Other*	15	395	14.75%	4	194	11.83%	\$ 704,596	12.29%
Total	53	2,679	100.00%	37	1,640	100.00%	\$ 5,735,497	100.00%

NOTE: A school is categorized by PHEAA as Business, Trade, or Vocational/Technical based on a review of the types of programs/majors offered by the institution.

* Other includes Four-Year Private, PASSHE, State-Related, Two-Year Private/Public, and Community College sectors.

2014-15 PA-TIP Program Participation by Sector

Sector	Schools with at Least One Applicant	Total Applicants	% of Total Applicants	Schools with at Least One Recipient	Total Recipients	% of Total Recipients	Award Value	% of Total Award Value
Vocational/Technical	9	265	9.50%	9	169	10.49%	\$ 698,591	13.74%
Business	10	739	26.51%	8	443	27.50%	\$ 1,410,006	27.74%
Trade	16	1,561	55.99%	14	881	54.69%	\$ 2,669,337	52.51%
Other*	18	223	8.00%	4	118	7.32%	\$ 305,703	6.01%
Total	53	2,788	100.00%	35	1,611	100.00%	\$ 5,083,637	100.00%

NOTE: A school is categorized by PHEAA as Business, Trade, or Vocational/Technical based on a review of the types of programs/majors offered by the institution.

* Other includes Four-Year Private, PASSHE, State-Related, Two-Year Private/Public, and Community College sectors.

2013-14 PA-TIP Program Participation by Sector

Sector	Schools with at Least One Applicant	Total Applicants	% of Total Applicants	Schools with at Least One Recipient	Total Recipients	% of Total Recipients	Award Value	% of Total Award Value
Vocational/Technical	11	291	11.08%	7	181	12.99%	\$ 786,629	16.19%
Business	10	467	17.79%	8	298	21.39%	\$ 1,006,506	20.72%
Trade	19	1,787	68.08%	13	893	64.11%	\$ 2,994,029	61.62%
Other*	34	80	3.05%	4	21	1.51%	\$ 71,537	1.47%
Total	74	2,625	100.00%	32	1,393	100.00%	\$ 4,858,701	100.00%

NOTE: A school is categorized by PHEAA as Business, Trade, or Vocational/Technical based on a review of the types of programs/majors offered by the institution.

* Other includes Four-Year Private, PASSHE, State-Related, Two-Year Private/Public, and Community College sectors.

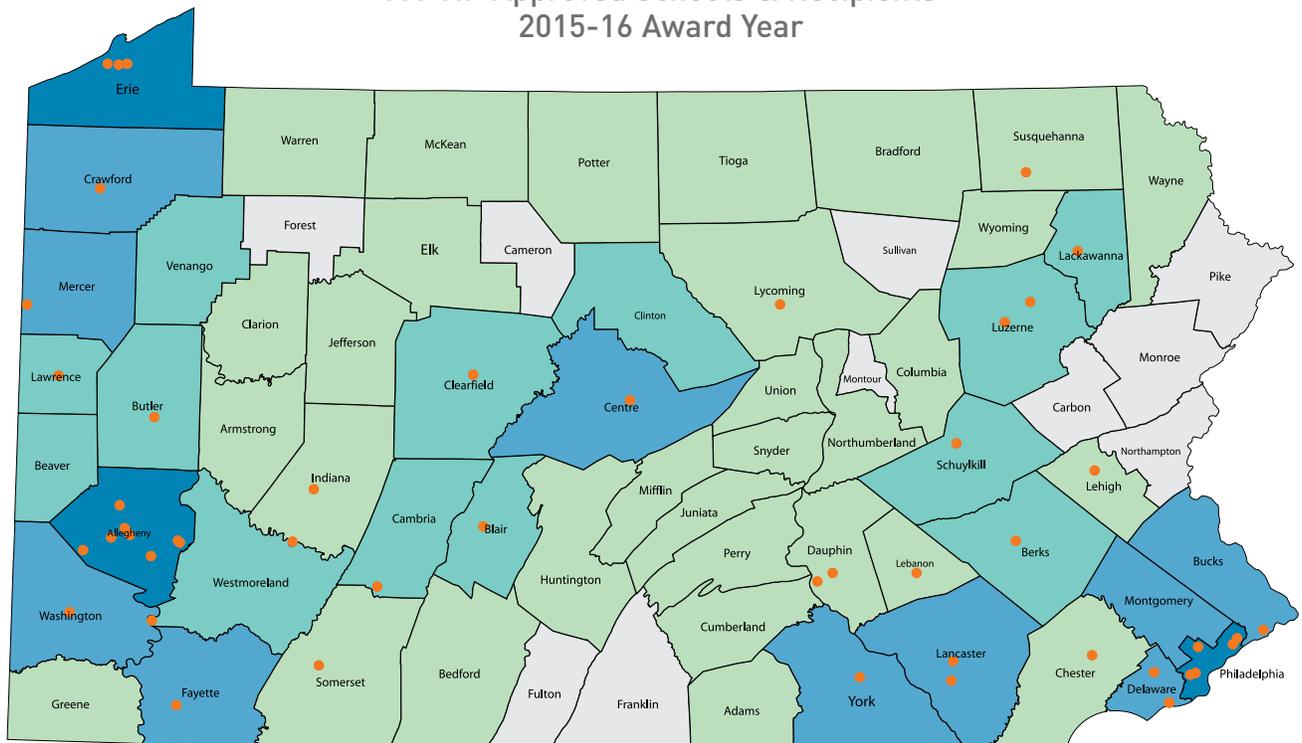
Segmenting PA-TIP schools by institutional control or ownership shows that most recipients and award dollars go to proprietary schools, which are for-profit institutions. Collectively, in the program's last three years, 64.41 percent of recipients attended proprietary schools and received 61.02 percent of total award dollars.

PA-TIP Recipients and Award Value by Institutional Control

Institutional Control	2013-14			2014-15			2015-16		
	Schools with at Least One Recipient	Total Recipients	Award Value	Schools with at Least One Recipient	Total Recipients	Award Value	Schools with at Least One Recipient	Total Recipients	Award Value
Proprietary	19	938	\$ 3,122,781	20	1,099	\$ 3,371,333	20	954	\$ 3,073,156
Private, Nonprofit	3	267	\$ 930,098	5	339	\$ 1,000,803	5	483	\$ 1,760,123
Public	10	188	\$ 805,822	10	173	\$ 711,501	12	203	\$ 902,218
Total	32	1,393	\$ 4,858,701	35	1,611	\$ 5,083,637	37	1,640	\$ 5,735,497

In 2015-16, Philadelphia and Erie Counties had the highest number of PA-TIP recipients, 512 and 185, respectively. Allegheny and Philadelphia Counties had the highest number of PA-TIP-approved schools, eight and five, respectively.

PA-TIP Approved Schools & Recipients 2015-16 Award Year



Number of Recipients per County



● PA-TIP Approved Schools

2015-16 RECIPIENT PROFILE

- ▶ 27.62 = Average Age
- ▶ \$24,054 = Average Annual Household Income
- ▶ \$15,418 = Average Tuition & Fees
- ▶ 61.48% Independent/38.52% Dependent Students
- ▶ 99.63% Full-Time Students
- ▶ 4.46% Veterans

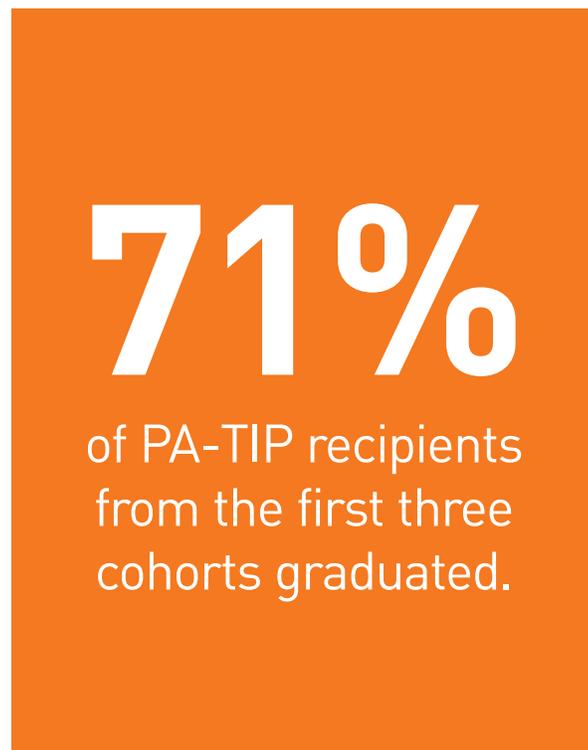


PROMOTING EDUCATION & WORKFORCE NEEDS

Program Outcomes

To support program accountability, PHEAA monitors the graduation and employment outcomes of PA-TIP grantees. Working in cooperation with the Pennsylvania Department of Labor and Industry (L&I), PHEAA receives employment outcomes for PA-TIP graduates. However, because PA-TIP programs of study vary in length (from 10 weeks to less than two years) and there is up to a nine-month reporting delay in L&I employment data (due to the time required for data collection, processing, and quality assurance), graduation and employment outcomes for the 2012-13, 2013-14, and 2014-15 PA-TIP cohorts are not final. PHEAA will continue to report on these cohorts as additional data becomes available.

Since last year's annual report, the 2012-13 and 2013-14 cohorts have incurred an additional year of outcomes reporting, which resulted in increases in the previously reported graduation and employment rates for both cohorts. The 2012-13 cohort's graduation rate increased from 75.61 percent to 75.75 percent, and its employment rate increased from 89.37 percent to 92.19 percent. The 2013-14 cohort's graduation rate increased from 66.85 percent to 69.07 percent, and its employment rate increased from 76.95 percent to 86.99 percent. **Due to the extra years of reporting for the 2012-13 and 2013-14 cohorts, direct comparisons against the 2014-15 cohort should not be made until all cohorts have at least four years of data.**



Graduation

Of the 1,311 PA-TIP recipients from the 2014-15 cohort who did not reapply in 2015-16, 893 recipients or 68.12 percent graduated from their program of study. Trade schools produced the most graduates with 476. However, the Vocational/Technical sector had the highest graduation rate at 90.68 percent.

Overall, 70.65 percent of all PA-TIP recipients from the program's first three years graduated.

2012-13 and 2013-14 PA-TIP Recipient Graduation Rates by Sector

2014-15 PA-TIP Recipient Graduation Rates by Sector

Sector	% 2012-13 Recipients Graduated*	% 2013-14 Recipients Graduated*
Vocational/Technical	90.48%	87.93%
Business	57.06%	57.69%
Trade	78.41%	68.23%
Other**	35.29%	72.22%
Total	75.75%	69.07%

Sector	Recipients*	Graduated	% Recipients Graduated
Vocational/Technical	161	146	90.68%
Business	308	203	65.91%
Trade	736	476	64.67%
Other**	106	68	64.15%
Total	1,311	893	68.12%

* Does not include recipients who reapplied for PA-TIP.

* Does not include recipients who reapplied for PA-TIP.

** Other includes Four-Year Private, PASSHE, State-Related, Two-Year Private/Public, and Community College sectors.

** Other includes Four-Year Private, PASSHE, State-Related, Two-Year Private/Public, and Community College sectors.

Looking at schools by institutional control, public schools had the highest graduation rate for both the 2012-13 and 2013-14 cohorts at 84.18 and 85.64 percent, respectively, and the second highest for the 2014-15 cohort at 90.91 percent. Even though proprietary schools had the lowest combined graduation rate of 65.56 percent, they produced 57.93 percent of all graduates from the program's first three cohorts.

2012-13 and 2013-14 PA-TIP Recipient Graduation Rates by Institutional Control

Institutional Control	% 2012-13 Recipients Graduated*	% 2013-14 Recipients Graduated*
Proprietary Schools	71.82%	62.56%
Private, Nonprofit Schools	82.98%	78.00%
Public Schools	84.18%	85.64%
Total	75.75%	69.07%

* Does not include recipients who reapplied for PA-TIP.

2014-15 PA-TIP Recipient Graduation Rates by Institutional Control

Institutional Control	Recipients*	Graduated	% Recipients Graduated
Proprietary Schools	851	469	55.11%
Private, Nonprofit Schools	295	274	92.88%
Public Schools	165	150	90.91%
Total	1,311	893	68.12%

* Does not include recipients who reapplied for PA-TIP.

Of the 3,576 recipients from the 2012-13, 2013-14, and 2014-15 cohorts (who were not repeat PA-TIP applicants), 77.42 percent of all award dollars went to students who graduated. On an individual cohort basis, 83.32 percent of all award dollars disbursed to the 2012-13 cohort went to students who graduated, compared to 76.50 percent for the 2013-14 cohort and 73.12 percent for the 2014-15 cohort. **Again, at this point, the higher percentages for the 2012-13 and 2013-14 cohorts can be attributed to the additional years of available graduation outcomes data.**

77%

of 2012-13, 2013-14, and 2014-15 PA-TIP award dollars went to students who graduated.

Among programs of study with at least 10 recipients, Building/Property Maintenance had the highest graduation rate for the 2014-15 cohort at 100 percent. Vehicle Maintenance and Repair Technologies had the second highest graduation rate for the 2014-15 cohort at 96.43 percent.

In 2012-13, 2013-14, and 2014-15, the largest program of study was Heating, Ventilation, Air Conditioning, and Refrigeration Maintenance Technology/Technician (HVAC) with 342, 372, and 309 recipients, respectively. For the three cohorts combined, HVAC produced 686 graduates, which is the most among all programs of study.

2014-15 Top 5 Programs of Study by Percent of PA-TIP Recipients who Graduated

Program of Study	% Recipients Graduated*
Building/Property Maintenance	100.00%
Vehicle Maintenance and Repair Technologies	96.43%
Heavy Equipment Maintenance Technology/Technician	96.00%
Truck and Bus Driver/Commercial Vehicle Operator and Instructor	86.67%
Veterinary/Animal Health Technology/Technician and Veterinary Assistant	86.11%

NOTE: For Programs of Study with at least 10 Recipients.

* Does not include recipients who reapplied for PA-TIP.

Top 5 Programs of Study by Number of Recipients 2012-13, 2013-14, & 2014-15 Combined

Program of Study	Recipients*	Graduated	% Recipients Graduated
Heating, Ventilation, Air Conditioning, and Refrigeration Maintenance Technology/Technician	1,023	686	67.06%
Electrician	814	553	67.94%
Welding Technology/Welder	631	434	68.78%
Vehicle Maintenance and Repair Technologies	149	100	67.11%
Building/Property Maintenance	125	110	88.00%

* Does not include recipients who reapplied for PA-TIP.

84%

of 2012-13, 2013-14, and 2014-15 PA-TIP graduates gained employment.

This rate is higher than the 70 percent employment rate benchmark established by the Accrediting Commission of Career Schools and Colleges, a national accreditor of private postsecondary institutions offering programs that largely educate students for occupational, trade, and technical careers.

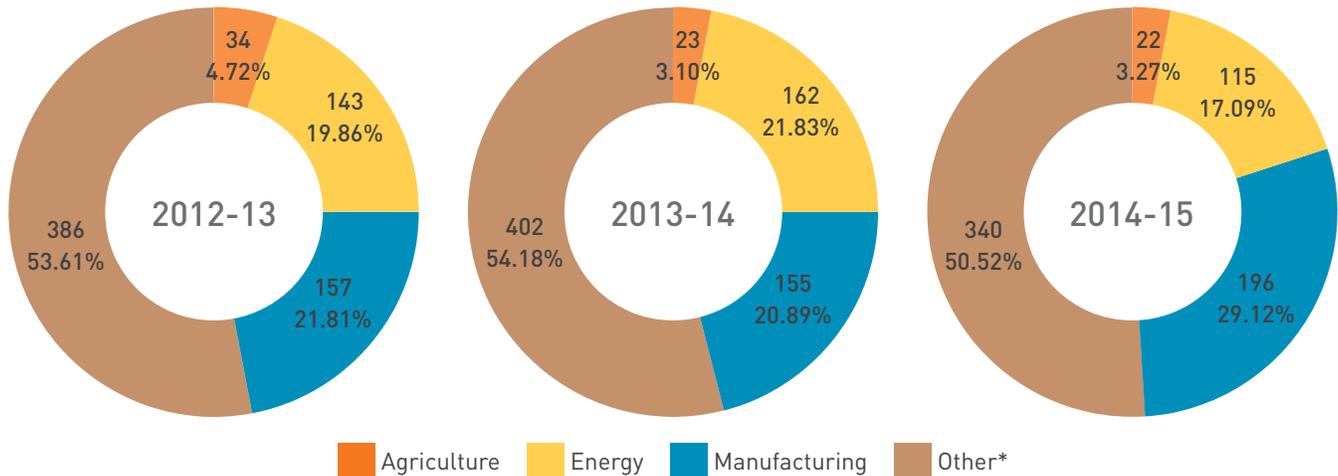
Employment

In 2014, PHEAA began tracking employment outcomes for PA-TIP recipients with data from the Pennsylvania Department of Labor and Industry. Currently, PHEAA tracks employment outcomes for 2012-13, 2013-14, and 2014-15 PA-TIP recipients who graduate from their program of study. One data limitation is that PHEAA does not know how many PA-TIP recipients enroll in further education once they graduate from their PA-TIP-approved program of study. While seeking an additional credential or degree could serve as another measure of program success, such pursuits may lower employment rates.

Overall, 84.49 percent of PA-TIP graduates from the program’s first three years obtained employment. Of the 893 PA-TIP recipients who graduated from the program’s most recent 2014-15 cohort, 673 recipients or 75.36 percent obtained employment.

The 2012-13, 2013-14, and 2014-15 cohorts yielded similar employment results with respect to the industry in which graduates were hired. Looking at the cohorts combined, 508 graduates (23.79%) gained employment in manufacturing, 420 (19.67%) in energy, and 79 (3.70%) in agriculture. For all three cohorts, slightly more than half of the graduates who obtained employment took jobs in an industry sector that was unrelated to the targeted industries of manufacturing, energy, and agriculture. Among the program’s most recent 2014-15 cohort, 340 of 673 employed graduates or 50.52 percent did not obtain employment in one of the three targeted industries. As with the 2012-13 and 2013-14 cohorts, most graduates from the 2014-15 cohort were hired by providers of Temporary Help Services.

PA-TIP Employment Reporting by Industry Sector



* Other is defined as any employment where the North American Industry Classification System (NAICS) code does not fall under: Agriculture, Energy, or Manufacturing.

Top 5 Industries of Employment for PA-TIP Graduates Hired in a Sector Other than Agriculture, Energy, or Manufacturing

Industry*	2012-13 Graduates Employed	2013-14 Graduates Employed	2014-15 Graduates Employed	Total Graduates Employed
Temporary Help Services	82	89	58	229
Limited-Service Restaurants	20	17	21	58
Full-Service Restaurants	17	24	11	52
Janitorial Services	15	14	6	35
Supermarkets and Other Grocery (except Convenience) Stores	12	10	12	34

* Industries are defined by the North American Industry Classification System (NAICS), which is used in the United States to classify business establishments according to type of economic activity.

Of the 3,576 recipients from the 2012-13, 2013-14, and 2014-15 cohorts (who were not repeat PA-TIP applicants), 66.26 percent of all award dollars went to students who graduated and gained employment. On an individual cohort basis, 76.98 percent of all award dollars to the 2012-13 cohort went to students who graduated and gained employment, compared to 66.16 percent for the 2013-14 cohort and 56.84 percent for the 2014-15 cohort. **Again, at this point, the higher percentages for the 2012-13 and 2013-14 cohorts can be attributed to the additional years of available employment outcomes data.**

Specifically, for the 2014-15 cohort, Trade schools had the most graduates obtain employment with 365 graduated recipients. However, Vocational/Technical schools had the highest employment rate with 87.67 percent of all graduates obtaining employment.

2012-13 PA-TIP Graduates & Employment by Sector

2013-14 PA-TIP Graduates & Employment by Sector

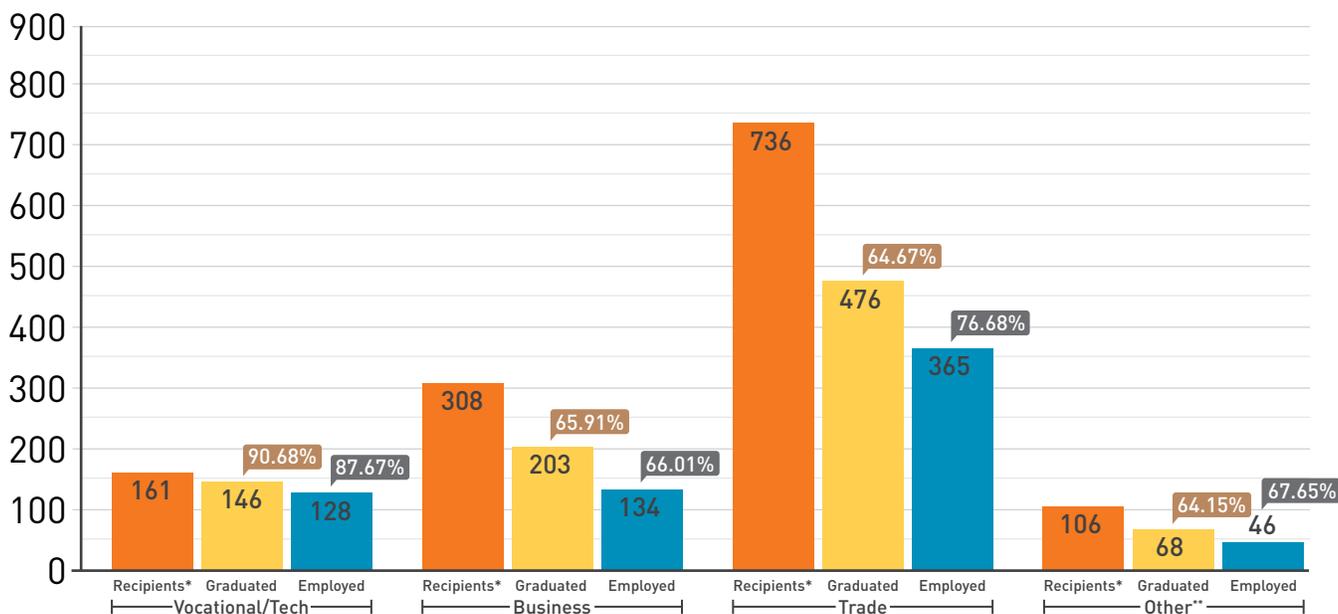
Sector	Graduated	Employed	% Graduates Employed
Vocational/Technical	133	121	90.98%
Business	101	95	94.06%
Trade	541	498	92.05%
Other*	6	6	100.00%

Sector	Graduated	Employed	% Graduates Employed
Vocational/Technical	153	136	88.89%
Business	135	113	83.70%
Trade	552	482	87.32%
Other*	13	11	84.62%

* Other includes Four-Year Private, PASSHE, State-Related, Two-Year Private/Public, and Community College sectors.

* Other includes Four-Year Private, PASSHE, State-Related, Two-Year Private/Public, and Community College sectors.

2014-15 PA-TIP Recipients, Graduates, & Employment by Sector



Graduate % = The percent of recipients who graduated.

Employment % = The percent of graduates who gained employment.

* Does not include recipients who reapplied for PA-TIP.

** Other includes Four-Year Private, PASSHE, State-Related, Two-Year Private/Public, and Community College sectors.

66%

of 2012-13, 2013-14, and 2014-15 PA-TIP award dollars went to students who graduated and gained employment.

Looking at schools by institutional control, propriety, private nonprofit, and public schools all have an employment rate above 90 percent for 2012-13 cohort graduates. **These high percentages for the 2012-13 cohort can be attributed to the additional years of available employment outcomes data.** For both the 2013-14 and 2014-15 cohorts, public schools had the highest employment rate at 89.03 percent and 86.67 percent, respectively.

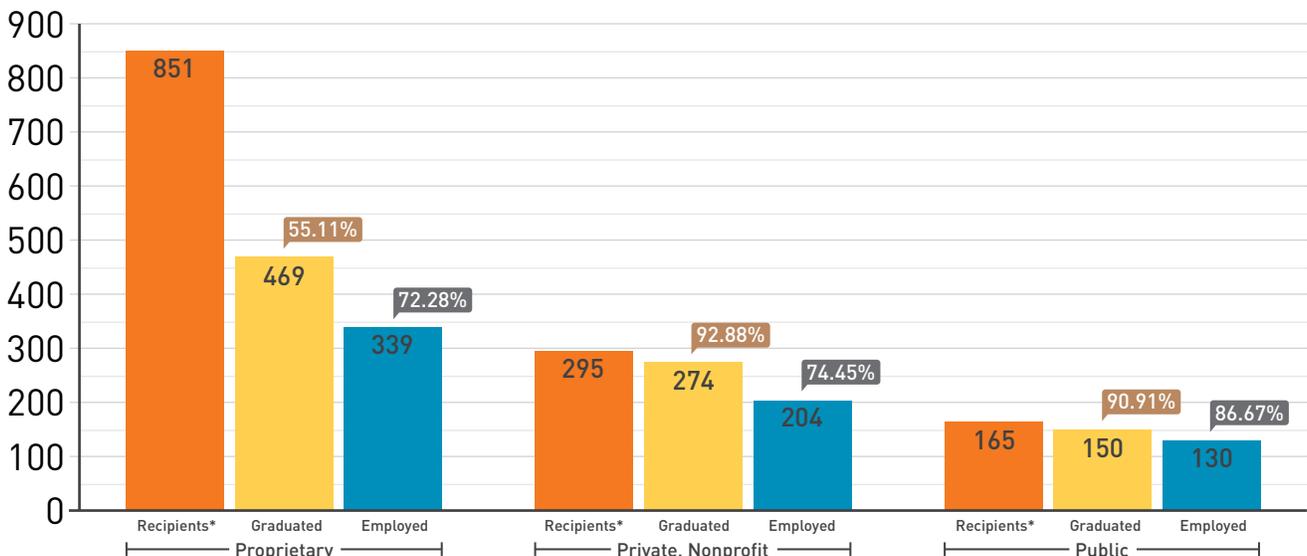
2012-13 PA-TIP Graduates & Employment by Institutional Control

Institutional Control	Graduated	Employed	% Graduates Employed
Proprietary	492	456	92.68%
Private, Nonprofit	156	143	91.67%
Public	133	121	90.98%

2013-14 PA-TIP Graduates & Employment by Institutional Control

Institutional Control	Graduated	Employed	% Graduates Employed
Proprietary	503	441	87.67%
Private, Nonprofit	195	163	83.59%
Public	155	138	89.03%

2014-15 PA-TIP Recipients, Graduates, & Employment by Institutional Control



Graduate % = The percent of recipients who graduated.

Employment % = The percent of graduates who gained employment.

* Does not include recipients who reapplied for PA-TIP.

PA-TIP INSTITUTION LIST

The following list includes participating PA-TIP schools that *received funding* in 2012-13, 2013-14, 2014-15, and/or 2015-16:

Business, Trade, & Vocational/Technical	
All-State Career School - Allied Health Campus	Indiana County Technology Center
All-State Career School - Lester	Keystone Technical Institute
Berks Career and Technology Center	Lancaster County Career and Technology Center
Brightwood Career Institute - Broomall	Laurel Business Institute
Brightwood Career Institute - Franklin Mills	Laurel Technical Institute - Sharon
Brightwood Career Institute - Philadelphia	New Castle School of Trades
Brightwood Career Institute - Pittsburgh	Orleans Technical College
Central Pennsylvania Institute of Science and Technology	Penn Commercial Business and Technical School
Clearfield County Career and Technology Center	Pennco Tech
Douglas Education Center	Precision Manufacturing Institute
Erie Institute of Technology	Rosedale Technical College
Forbes Road Career and Technology Center	Schuylkill Technology Center
Fortis Institute - Erie	Somerset County Technology Center
Fortis Institute - Forty Fort	Susquehanna County Career and Technology Center
Great Lakes Institute of Technology	Universal Technical Institute
Greater Altoona Career and Technology Center	WyoTech
Greater Johnstown Career and Technology Center	YTI Career Institute - York
Community College	
Butler County Community College	Harrisburg Area Community College
Community College of Allegheny County	
State-Related	
Pennsylvania College of Technology	
Two-Year Private/Public	
Johnson College	Pittsburgh Technical Institute
Lackawanna College	Thaddeus Stevens College of Technology*
Philadelphia Technician Training Institute	

* Thaddeus Stevens College of Technology, which is owned by the Commonwealth of Pennsylvania, is the only two-year public school in this sector.

Making higher education affordable while strengthening the state's workforce



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Created in 1963 by the Pennsylvania General Assembly, the Pennsylvania Higher Education Assistance Agency (PHEAA) has evolved into one of the nation's leading student aid organizations. Today, PHEAA is a national provider of student financial aid services, serving millions of students and thousands of schools through its loan guaranty, loan servicing, grant administration, outreach, and other student aid programs.

PHEAA's earnings are used to support its public service mission and to pay its operating costs, including the administration of the Pennsylvania State Grant and other state-funded student aid programs. PHEAA continues to devote its energy, resources and imagination to developing innovative ways to ease the financial burden of higher education for students, families, schools, and taxpayers.

PHEAA conducts its student loan servicing activities nationally as FedLoan Servicing and American Education Services (AES). For more information, visit PHEAA.org.

PHEAA.org
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PHEAA would like to thank the Pennsylvania Department of Labor and Industry (L&I) for providing the employment data used in this analysis. L&I is not responsible for the results of this analysis, which was prepared solely by PHEAA.

